

## Message Text

UNCLASSIFIED

PAGE 01 LONDON 03924 121733Z

17

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W

----- 112805

R 121726Z MAR 76

FM AMEMBASSY LONDON

TO USDOC WASHDC

INFO SECSTATE WASHDC 9790

UNCLAS LONDON 03924

E.O. 11625: N/A

TAGS: BBSR, BEXP, UK

SUBJECT: FY 1976 MULTI-STUDY MARKET RESEARCH CONTRACT

REF: LONDON 1638; LONDON 3043

1. INABILITY TO TELL BIDDERS RESULTS OF JANUARY 23 COMPETITION HAS BECOME GROWING EMBARRASSMENT. SOME BIDDING FIRMS ARE DELAYING DECISIONS ON OTHER WORK, AND ALL UNDERSTANDABLY ARE ANXIOUS TO KNOW RESULTS IN ORDER TO PLAN STAFFING FOR SPRING AND SUMMER PERIOD. MOUNTING RENT COSTS AND THREATENED POSTAL, PHONE AND RAIL FARE RISES MAY FORCE SOME FIRMS TO RECONSIDER THEIR BIDS.

2. POST NEED FOR LTC EVENT-RELATED RESEARCH IS URGENT: CROWDING HALF-DOZEN STUDIES INTO FINAL MONTHS OF FISCAL YEAR WILL ONLY ADD TO CONTRACTOR'S PROBLEMS AND OURS. IF OBSTACLE TO OIM DECISION IS MANPOWER, WE WILL DRAFT SPECS FOR FIRST 2 TO 3 STUDIES, WITH USDOC ROLE LIMITED TO APPROVING SPECS AND PROVIDING USUAL PRODUCT LITERATURE OR TECHNICAL ARTICLES WHERE APT.

3. REQUEST USDOC REPLY SOONEST ON PROSPECTS FOR EARLY DECISION.  
ARMSTRONG

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
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**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition Event:**  
**Disposition History:** n/a  
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**TAGS:** BBSR, BEXP, UK  
**To:** COM  
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